# Announcing a Contract with the Willys Corporation

THE WILLYS-OVERLAND COMPANY has I made a contract with the Willys Corporation for the manufacture of a new light six-cylinder car which will include many distinctive advantages. Among these are the new spring suspension which has been tested for two years in connection with the new Overland Four now being prepared for the market.

Because of the great demand which exists for the new Overland Four and the new Willys Knight model, which also is to be on sale early this Fall. manufacturing plans for these two models completely tax the facilities of the Willys-Overland plants. The contract with the Willys Corporation is made in order that facilities may be provided to fill the great demand for a light weight, economical six-cylinder car.

It is expected that the new Six will make its appearance on the market in large quantities in 1920.

The Willys-Overland Company, through which the sale of the new Six and its parts will be made exclusively, will organize a separate unit for the marketing of this new product.

> The Willys-Overland Co. Toledo, Ohio

### french Reducing Imports of Furs As Exchange Falls

ciation of Franc Has Doubled Prices in France in Recent Months

Joseph Carlotte in France or Months

France see of raw material and selections from the selection from the selections from the selections from the selectio

fur Prices Rising

In London, Too
Prices of furs in the Landon market
string, and the demand continues
after conditions received yesterday
Tabert I. Monfo, American agent
A. & W. Nesbitt, Ltd., London. The
port is issued for the guidance of
suppers to the London auctions next
The report says: "Skunk still in exdil readily at advanced prices. Mole
is in good demand. All kinds wanted and
in leadily at advanced prices. Mole
is in good demand and expected
still well later. Ermine in exstill well later. Ermine in exdens demand. Senglish setais in good demand suppersity words
the skins. Nutria, raw and drossed,
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the skins. Nutria, raw and drossed,
the prices than in May. Otter in
sand, being sold 10 per cent above
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being demand; selling easily at 10 per
though gemand; selling easily

## Conference Brings World's Master Traders Together

ictor Revillon Says Depre- American Business Will Gain First Concrete Understanding of Its Responsibilities Under New Conditions, William Whittam Asserts

	19
METALD	
Sept. 17.	Sept. 10.
ig from No. 2 Toundry, ton. Pittsburgh \$28.65	\$28.65
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end, 1b	.23%
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in, Straits, ib	-52/452/2
PRECIOUS METALS	
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CHEMICALS	1.12/2
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*RUBBER	

# The News of Business

THE effect of the easing of rates on call money for Stock Exchange purposes on the acceptance market manifested itself yesterday in a heightened demand for bills, especially prime bank acceptances, from out-of-town and local institutions. Dealers declared that the supply was inadequate and that bills moved rapidly through the market, leaving their portfolios empty of accumulations.

Likewise in the commercial paper market a progressive broadening of the market is observed. Especially good paper is taken at 5 per cent, though the majority is still quoted at 5 1/2 to 5 1/2 per cent. Dealers who anticipate further easing say that many of the normal borrowers are not seeking funds, thus causing a scarcity of paper. Business is being conducted on a more nearly cash basis than heretofore, and credit periods on domestic purchases have been greatly reduced.

Rates on bankers' acceptances are unchanged, as follows:

For delivery within thirty days: Eligible member bank bills are quoted at 4 7-16 per cent, eligible non-member bank bills at 4 1/2 and ineligible bank bills at 6 per cent.

### TEXTILES—Cotton Goods Market More Active

With increased buying of gray goods by large operators, following the busy days of Monday and Tuesday, the cotton goods market yesterday was more active than it has been in several weeks. Transactions in coarse gray goods dominated all sales, and the movement of those fabrics bids fair to carry other goods along on the crest of expected higher prices. The disappearance of speculation in the print cloths, a fact agreed to by virtually

pearance of speculation in the print cloths, a fact agreed to by virtually all interests, has left the mill agents in undisputed command of the selling market, and they are taking advantage of the increasing demand for their goods. Merchandise that on Tueady sold for 15½ cents a yard yesterday brought 15½ cents, and there were indications that additional advances shortly will be recorded.

The purchases of gray goods are being made by a number of large converters and bleachers. These concerns have withheld buying during the last thirty days in anticipation of lower prices. With the elimination of speculators from the market it is believed now that prices have reached their lowest level. Consequently these interests are acquiring the stocks necessary for the manufacture of merchandise represented by orders on their books. The majority of sales made called for immediate delivery, although some shipments were not requested until December and January.

Converters say that if gray goods are not greatly advanced in price by the early part of October they will be enabled to establish new lower prices on percale and some of the narrow print cloths, such as calico. Preaduced proportionally. Calico, at present selling for 18 cents, will probably be lowered 2 or 3 cents a yard. The production, converters say.

Lawrence & Co. announced a new list of prices on spring draperies. Quotations embrace a range of from 14½ to 65 cents a yard. The production, converters say.

Lawrence & Co. announced a new list of prices on spring draperies. Quotations embrace a range of from 14½ to 65 cents a yard. The production is limited, and advance inquiries point to a rapid densumption of the output. Cretonnes will be in the greatest demand.

It was reported from reliable sources in the market that wide twills purity to the market that wide twills purity

output. Cretonnes will be in the greatest demand.

It was reported from reliable sources in the market that wide twills purchased by speculators at the recent sale of army textiles for 37 cents a yard are being sold in other markets for as high as 48 cents. This is said to especially apply to stocks acquired by Boston interests.

will probably spread to almost every big city in the country.

Cincinnati already is in the midst of a big jewelry strike which has tied up practically all the manufacturing plants there. Meetings are being held in nearly all the other large cities of the country. At these meetings the big subject is always the wage situation, manufacturers' representatives arguing that the workers are being tion, manufacturers' representatives arguing that the workmen are being paid too much and the unions taking the position that the cost of living has gone to such a point that it is impossible to get along on the present wages.

The plan of the New York union, according to reports, is to call out the workers in one factory at a time and thereby bring pressure to bear on the manufacturers. The demand for a 39-hour week has been advocated for some time, but was not brought up for discussion until the annual convention of the International Workers' Union, held in Chicago recently. At that time the representatives were urged to establish a working week of no more than 39 hours, seven hours on the first five days and four hours on Saturday. The matter, necording to the union, now rests in the hands of the manufacturers.

This threatened strike comes at a time when local jewelry manufacturers are months behind on their deliveries. These manufacturers confess that they are very much puzzled at how they are going to fill orders. The labor situation was decidedly bad throughout the first six months of 1919, but manufacturers were just beginning to hope for better deliveries. If the strike is called the jewelry trade admits that an enormous part of the holiday orders will have to be left untouched.

Threat Disturbs Steel Market

Threat Disturbs Steel Market

This week's trade publications still adhere to the opinion that there will be no general strike of iron and steel workers, although it is found that the threatened suspension of work has been a disturbing factor in the market during the last week.

"The net result of the agitation" says the "Iron Age," "is that little buying has been done. The desire of consumers and distributers to secure material has been more pronounced than in the earlier talks of strike, but so has been the hesitancy of the producers to add to their commitments, and has been the hesitancy of the producers to add to their commitments, and almost their iron Trade Review" any attempt of the unions to dictain foreibly their programme would be attended by a salutary and clarifying effect upon the unsettled labor situation of the whole country. This publication finds that the trade situation in iron and steel continues highly favorable, with production for the work part still on the upward curve.

Structural steel awards continue in iron and steel continues highly favorable, with production for the market for high button shoes, as they look clumsy and make the feet the market for high button shoes, as they look clumsy and make the feet appear large.

RUBBER—Prices Decline

Despite Firmness Elsewhere

that retail for \$20 are in excellent demand is excellent demand in excellent demand in the excellent demand is for high gent of high ger, as the demand is for high ger, as

settled.

Mills, it was pointed out, will not buy raw material in the face of reduced consumption, and purchases now would simply mean that they would have to store the silk until such time as they were ready to use it.

While some sales were made, they generally invoived small lots of ten and fifteen bales each, as compared with transactions of an ordinary period which averaged about forty bales.

Meagre advices from Yokohama reported a limited demand on that market, with Japanese mills constituting the majority of buyers.

JEWELRY—Workers

Demand 39-Hour Week

Right on the heels of the announcement from Newark that between 400 and 500 workmen had gone on strike yesterday that unless the jewelry workers in New York who are members of the International Jewelers Workers' Union are granted a 39-hour working week on or before September 22 a general strike would be called in the trade in Manhattan. From present indications the strike, if it is called, will not be confined to New York, but

## The Style and Quality You Want at Prices Lower than You'd Expect

The Ready-to-Wear Department of Bush Terminal Company is now showing some exceptional values in ladies' and misses' suits and coats. In material, in design and in price these garments are unquestionably the "best buy" in the market.

Many of the shrewdest buyers in the county are stocking their department entirely from our line of

### Dresses, Coats, Suits Skirts and Leather Coats

When you see the display you'll be surprised at some of the exquisite creations we are offering for such little money.

Not all of our lines however are popular in price. Some are quite expensive, because of the exclusive style and excellent materials and trimming. But you may be certain of this; you can find what you want—at the price you want to pay.

> We're anxious to meet the buyers who hail from Missouri. Come in.

### BUSH TERMINAL COMPANY

Bush Terminal Sales Building 130 West 42d Street



You'll find some remarkable values

Despite Firmness Elsewhere

Cables from London and Singapore reporting firm and advancing markets had little effect on the local crude rubber market yesterday, and prices closed a trifle easier than the preceding day. A limited business was transacted by a few manufacturers who have assumed a conservative attitude and new methods of treating skins within

EX-AMERICAN Vice and Deputy Consul seeks connection for work in France or Italy. Conversant with French and Italian conditions and languages. Box A 357, Trib-



## THE IMPORTERS and TRADERS NATIONAL BANK of NEW YORK

ake' iers.  t as the t to in- ned. pre- t of ster owl- n us 'rom mis- will e in and they etter	rorus to supply the ever growing demand for their product. Decreased production by the mills making shirting fabrics, in the face of the enormous sales of shirts, has caused the manufacturers to substitute various cloths for the regular materials that ordinarily go into silk shirts. So insistent has been the demand of retail merchants for merchandisc ordered months ago that washable satin, generally used for underwear, is being used by the manufacturers. Jöbbers were selling that fabric yesterday for \$1.85 to \$2 a yard.  Importers of Japanese habutai and pongee silks also reported extensive sales to shirt makers. One of the largest of these manufacturers placed an order for 10,000 yards of habutai at prices ranging from \$2.15 to \$3.50 a yard. Pongee was sold at from 95 cents	COLORS—Tanneries  Buying Natural Dyes  Importers and dealers in natural dyestuffs state they are experiencing an excellent demand for practically every product used by tanneries. The unprecedented demands for leather have stimulated production at the tanneries and created a good call for dyeing materials. Dealers have been inconvenienced by a shortage of supplies of several important items, especially logwood, fustic, Dutch madder and divi-divi. This searcity is attributed to conditions existent in the foreign primary markets and to the fact that shipping facilities are inadequate.	ror first latex on the spot 53 cents a pound was asked—also a decline of 1 In several of the states where musk-rats are caught, more stringent game laws have been enacted for the preservation of this animal. The high prices in the Paras at easier prices, up river fine bringing 55½ cents and up river dull throughout the day, prices being a little lower. October-December ribbed smoke sheets were quoted at £2½.	dresses, \$9.75; 956 su dresses, \$9.75 to \$3 1 get for \$1; here's 5; broadcloth dress
sold ion- ound \$15 50 ught was	to \$1.35 a yard. Most of the orders called for deliveries in February and March.  Charmeuse, the demand for which had slightly fallen off during the last three weeks, is again coming into popularity, judging by sales made by jobbers. There were many retail buyers in the warket saking this fabric for	The tanners are also buying large quantities af aniline colors, it was stated, as the popularity of colored leather used for handbags, book covers and furniture coverings has created an excellent demand for dyed leather goods. Red, blue and brown colors are in chief demand.  Some dealers stated that several	THE IMPORTERS and TRAIN NATIONAL BANK of NEW Y	
veen sser with col-	dominating color selection, with navy blue and brown as second choice. Garment manufacturers are uppar- ently of the opinion that taffeta prices are scheduled for an advance. Several of them placed extensive orders with jobbers for the fabric, with the an-	ors for natural dyestuffs. While this has caused a slight diminution in the sales of some dyewoods, it is clearly recognized by the trade that no suitable substitutes have been discovered for the principal dyewoods, such as logwood for black coloring and fustic	Condensed Statement, close of business September RESOURCES	12, 1919
es	nouncement that while the goods were not immediately required, they were willing to pay prevailing prices and hold them for later manufacture. Prices paid were from \$1.80 to \$2.25 a yard. Navy blue and taupe were the favored colors. Some lobbers predicted that	CHEMICALS—Export  Demand Is Improving  Some improvement in export buying  for South American	Discounts United States Bonds and Certificates of Indebtedness New York State Bonds. War Finance Corporation Bonds. Other Bonds	99,500.00 47,000.00
10. 5 6 3½ .07½	\$1.80, would be worth \$2.25 a yard.  Predictions made by raw silk dealers that the buying activity on Tuesday was purely temporary were borne out yesterday, when the market again lapsed into its former passiveness. All factions are evidently reconsided to	ticeable in the chemical market yesterday. Inquiries were more numerous and large orders were received for such products as caustic soda, soda ash, bichromate of soda and sodium sulphide. The dullness of the export market for the past two weeks has dis-	Demand Loans	700,000.00
0 2½ 0 768	period of light sales which will continue, they believe, until labor difficulties in the silk mills have been settled.  Mills, it was pointed out, will not buy raw material in the face of reduced	which business has picked up during the past week has prompted some to predict that a good quantity of heavy chemicals will move out regularly from now on.	Interest earned but not collected	13,649,822.59
0.2 05	consumption, and purchases now would simply mean that they would have to store the silk until such time as they	is disposing of its phenol at 12 cents		\$54,129,191.97

LIABILITIES.

Surplus ...... 7,000,000.00 Circulation .... 51,000.00 Obligations ..... 12,700,000.00

\$54,129,191.97

The character of the resources of this bank shows its distinctiveness as a commercial bank. Business relations invited.